

KEELINGS SOLUTIONS ERP THE FRESH PRODUCE SOFTWARE

- A history in fresh produce
- Software built by the industry for the industry
- Structured approach to change
- Implementation in 3 months

We provide a lot more than just software

Keelings®
OUR PASSION
DELIVERS

SOLUTIONS



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WHAT WE PROVIDE

- **Accurate, real-time information**
- **Transparency**
- **Enablement**
- **Sustainability**
- **Growth opportunities**
- **Audits**
- **New ways of working**
- **Suite of management reporting**
- **Speed of implementation**
- **Cost controls**
- **Data integrity & security**
- **Credit controls**
- **Industry know-how**
- **Speed, visibility, agility**
- **Margin optimisation**
- **SKU level performance**
- **Forecasts**
- **Suite of KPIs (DOT, QSL, DSL, EPWs)**
- **Quality & traceability**
- **Easy master-data controls**

EXPERIENCE THE DIFFERENCE

Keeling Solutions (KBS ERP) provides companies operating specifically in the fresh produce industry with a complete ERP software solution and expert consulting services to help them manage and grow their businesses.

Our fresh produce customers use our ERP software system across all sections of their operations, from procurement to sales and beyond, to drive quality and profitability in their businesses, to provide a solid platform for growth, and to ensure compliance with the extensive regulatory and statutory requirements specific to the fresh produce industry.

We augment our product with a range of implementation, support, and consulting services designed with fresh produce companies in mind because, when it comes down to it, at Keelings Solutions ERP, we only have fresh produce companies on our mind.

OUR SOLUTIONS

The fresh produce software

Whether you are a food producer, food manufacturer, food trader, distribution centre or in the food services business of fresh produce, KBS is the ERP business software for you. Regardless of the size or location of your business, we can support you.

With a customisable setup and maintenance toolkit, KBS ERP's flexibility meets the demanding business requirements of the fresh produce sector. Our plug-and-play modules ensure your business is supported today and into the future as you grow.

KBS ERP is a cost-efficient, easy-to-use software solution designed for the fresh and perishable produce sector.

KEY FEATURES

Procurement and supplier management
Quality and traceability
Warehouse management and planning
Production
Sales and customer management
Finance
Operational and management reporting
Logistics
Integration
Simplified master data

SOLUTIONS / BENEFITS

Increase gross margin	+ 1% – 3%
Delivers accurate, timely and incisive	
Decision making information	+ 40% – 60%
QSL / DSL / OEE	+ .75% - 1.5%
Inventory costs	- 25% - 50%
Direct overhead	- .5% - 5%
Obsolete inventory	- .5% - 3%
Increase controls and reduction in	
Process steps	- 30% - 50%
Delivers est. vs actual costing matrices	- 2% - 10%



OVERVIEW

Excellence in fresh produce ERP software

Our story

The Keelings family has been in the fresh produce business for three generations and has been developing software exclusively for this industry since the 1980s. In 2012, Keelings created a separate business called Keelings Solutions. Benefiting from both the excellence of the software that had already been developed, and the industry knowledge of the team, Keelings Solutions created an ERP product uniquely built from inside the fresh produce sector. This software has now been implemented successfully in third-party businesses across Europe and Asia.

Our offering

- **Best-in-class ERP software** – built by industry experts, to meet the ever-changing needs of the fresh produce sector
- **Implementation** – a team of experienced fresh produce and technical professionals who have lived through implementations and know what it takes to get the job done
- **Standard operating procedures** – a suite of services to support the software to ensure you get the best return from your investment
- **Customer care** – people who will speak to you on a first-name basis, who have grown up in the industry and know the importance of your enquiry.

Our values

Our core values are central to what we do; they form part of our everyday working life:

Teamwork: “We will use the strengths of the team to achieve common goals through understanding, encouraging, clear communication, mutual support and recognition.”

Integrity: “We encourage and support one another to create a professional and friendly work environment where realistic results are delivered by honest, trustworthy and consistent actions”

Passion for achievement: “We will work together to maximise our people’s potential and their contribution to Keelings Solutions becoming the best fresh produce solutions provider in the world.”

People matter: “We aim to promote a proactive and positive environment to encourage communication which must be based on trust, respect and dignity to enable individuals achieve their full potential.”

Our location

Keelings Solutions’ head office is within the grounds of the FoodCentral business and logistics hub in north county Dublin. We service all of our European clients, and our growing number of partners, through this office. We also have an office in Shanghai, China to service our Asian customers.

“ Our promise

With our heritage in the fresh produce industry, it is important to us at Keelings Solutions that every client is successful. We are dedicated to providing our clients with an experience that delivers success. It is key that you are able to maximise the benefit that our ERP software provides and we are committed to achieving this. ”



OUR KEY DIFFERENTIATING FACTORS

Industry knowledge: We work in the fresh produce industry daily. Our team originated from working in the industry; we know what it takes to deliver successful ERP software and we provide this leadership to our clients.

Our software: Bespoke, industry-focused functionality, built by the end users where more than 90% of all functionality is used by our customers, we only develop software where it adds value to our customers. We own all the software code and have full say in all developed functionality.

Customer delivery: Being from the industry, we know failure is not an option. We understand the demands of everyday life in this industry, where the margins are single figures. We believe we can help you increase your profits within 12 months.

Value: In this industry, cost management is key. We challenge our project team daily to ensure the project is delivered on time, within budget.

Training: Empowering your people, and certifying that they can do the job, is a simple but important reassurance your team will get from working with Keelings Solutions' team of experts.

Security: Knowing the daily challenges of the industry, we know our software delivers and we know it will work for you – if not, we'll give you your money back!



10+ yrs Partnership with Leading Grocery Retailer & Caterers

Process Improvement - Service Improvement - Change Management - Cost Reduction - People Development

Problem Solving and Innovation

Process Review - Structure Review
- People Review - Systems Review

PROVEN Supply Chain **EXPERTISE** and **SOLUTIONS** for the **FRESH FOOD** Industry

Hands - on Expert Team with Real Life Learnings

Learn - Six Sigma - First - Hand Knowledge - Functional Expertise

We are a Fresh Food Company

Growing - Sourcing - Processing - Packaging - Wholesaling - Catering - Warehousing - Distribution - Systems

DELIVERABLES

Keelings Solutions' team has a proven track record of projects and a strong implementation methodology to ensure success. We ensure the business and systems work in harmony, achieving greater efficiencies in your business operations.

Key Features

- Daily multi-dimensional profitability analysis

When analysing margin and performance, product, customer, supplier and consignment are key dimensions. Organisations that cannot click a button or open a screen to see profitability at that point in time should consider change and call us. Yet some fresh producers today have a significant resource overhead that is not adding value and not focused on driving the business.

- Accurate real-time inventory

In the fresh produce industry where tight margins are a fact of life, knowing your stock position down to the case level is essential. Having the correct product that matches the customers' specification is key to delivering your Delivery on Time (DOT) KPIs. When stock is accurate and up to date, everyone in the organisation benefits. Companies running their stock position manually (be it through Excel, or on paper) are not operating efficiently or making accurate, timely decisions. Keelings Solutions can be the catalyst for changing your business, ensuring it operates with real-time stock, helping the business to be more efficient and to reduce waste.

- Mobile quality inspections

Today, the full life cycle of your product in the supply chain is critical. Every day, decisions that can affect margin must be made in a split-second. Quality plays a key part in decision-making, which is why it's important to gather quality information from the grower right through the supply chain to the customer.

Having this information in one system ensures no duplication of work, reduction in key typing errors and that your product reaches the specific market that makes you the highest margin.

- Label management

In an industry where fines are normal and movement of stock fast, controls need to be in place to protect an organisation. The impact of an emergency product withdrawal (EPW) on a business can be far and wide from loss of revenue, to additional costs incurred to unsatisfied customer. Having effective accurate traceability on all label information is critical today, apart from the additional costs of transport, labour and relabelling the product when there are issues, what is the cost of credibility to your customers?

- Packaging management

Any packaging material that touches the product being delivered to your customer needs accurate traceability. Providing this traceability in an efficient manner is important for compliance and operational efficiency. Managing and controlling rental, deposit and movement of crates and pallets is also important for a fresh produce organisation. Business can tie resources up in maintaining compliance here which is not an effective use of their time, this dependence needs to reside in a system and not in resources.

- KPI data to help drive performance

As a business grows, controls ensure your business works proactively, not reactively. Setting objectives and measuring and reviewing against them is important. These goals and measures need to be in place from the beginning. KBS ERP provides a suite of tools to help a business gain access to the information and read it in a way that makes sense to a business. This gives full control to the business and allows timely, knowledge-driven decisions that can make the difference on the daily and weekly results of your business.



- Cost control

Having visibility of all costs is critical today to ensure there is full awareness of where all costs are incurred to help target improvements. Allocation of these costs is important; are they for value-add services to a customer or for work that needs to be done due to poor quality of product? Scenarios like these may occur, so how they get allocated is essential. The ability to allocate costs gives the business a more accurate view of how each product line performs (e.g. should strawberries, grapes and melons all get the same transport cost apportioned to them or should this cost be split according to product dimensions).

- Process and controls

In the fresh produce sector, discipline, regulatory compliance, and processes are vital. To get the real value out of software, the software needs to work with the business and the processes it drives need to support the business. Who better to support you with this than a team of experts that have lived in the same environment as you, day in, day out for more than 30 years?



Cost performance management



Waste review by country of origin, category and supplier

BUSINESS BENEFITS

Accuracy

Having all of your data in one system reduces the time needed to produce reports, reliance on spreadsheets, duplication of recording, and risk of human error.

Real-time information

Having the key information when you need it to ensure measured decisions are being made to help drive performance and profit.

Visibility

Knowing which growers are performing for your business is key, especially if your business provides 'value-add' services through production where you create different products based on your customer needs.

Communication

Increased visibility and accuracy will help your entire team to improve on your quality service levels and delivery service levels thus reducing risk of any emergency product withdrawals. This is important for the credibility of your business and customer retention.

Customer service

Your customer wants to know where their order is, the quality of the product and that it meets their specifications and accreditations. Can you react to a customer's request with the short lead times today, producing to pack-ahead, and delivering on time within specification?

Traceability

Traceability drives transparency and compliance. Having full traceability of the performance of the original product through one or more production cycles which produces different finished products is critical to ensuring compliance and cost management.

Retail audits are part and parcel of manufacturing life today. If traceability means searching through boxes of paper or layers of Excel sheets instead of being able to access the information with a single click, then time is being wasted.

Productivity

Support your team, give them the tools to make their job easier and improve productivity. Help your organisation to plan and measure the operations more effectively. It is proven that a happy workforce with the right tools delivers better every time.

Agility, scalability and security

Grow your business, not your software. Your software solution needs to suit the needs of your industry, be flexible and scalable as you grow. Choose a partner with the solutions – and the knowledge of industry developments such as compliance demands. A company of the industry, working in the industry, can always deliver the best solutions faster.





“What you measure, you manage. What you manage, you control.”



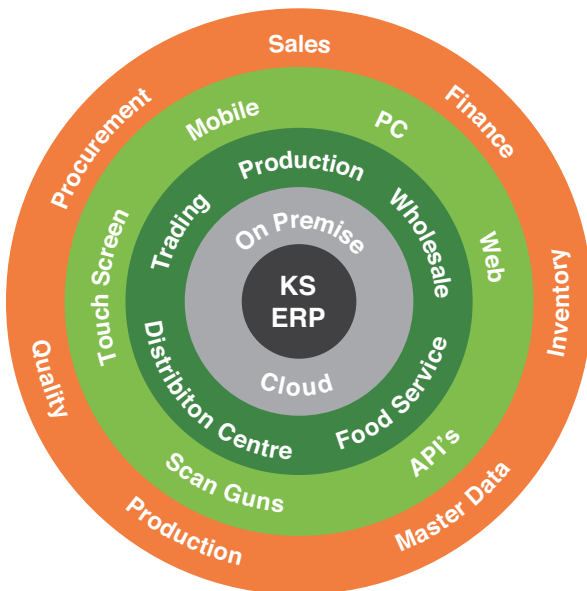
KBS ERP SYSTEM AND FUNCTIONALITY OVERVIEW

The fresh produce software

Whether you are a food producer, food manufacturer, food trader, distribution centre or in the food services business, KBS is the ERP business software for you. It doesn't matter what size of organisation you are or where you are in the world: we can support you.

KBS ERP has been built by the end users based on decades of fresh produce industry experience. It has a wide range of modules including procurement and supplier management, warehouse management system, sales and customer management, manufacturing and valueadd services, logistics and distribution, e-commerce, BI and management reporting, quality and full life cycle traceability, and many more key functionalities for the fresh produce business.

KBS ERP uses Microsoft .Net technology delivered on the Universal Windows Platform (UWP) and can exist as an on-premise or cloud-based solution depending on the client's requirements. We ensure our technology matches the customer's preferred process for inputting data, whether that's scanning, mobile devices or touchscreen systems – to deliver an efficient way of working for their business. KBS ERP ensures increased efficiencies, greater visibility, accurate reporting and improved organisational performance.



● Platform

KS ERP software can be delivered via Cloud or On-Premise depending on the Clients requirements. The timelines for delivery can vary from weeks to months.

● Technology

KS ERP offers a hybrid solution in the technical space be int mobile, touchscreen, scan-gun or PC thus ensuring fit-for-purpose software to deliver maximum efficiency.

● Food Produce Industry

KS ERP software can be configured for companies working in some or all of the sectors illustrated.

● Modules

KS ERP functionality is specific to the fresh produce sector. Greater than 90% of functionality is used by all Customers and Keelings Solutions unlike our competitors have full rights and control over the software.



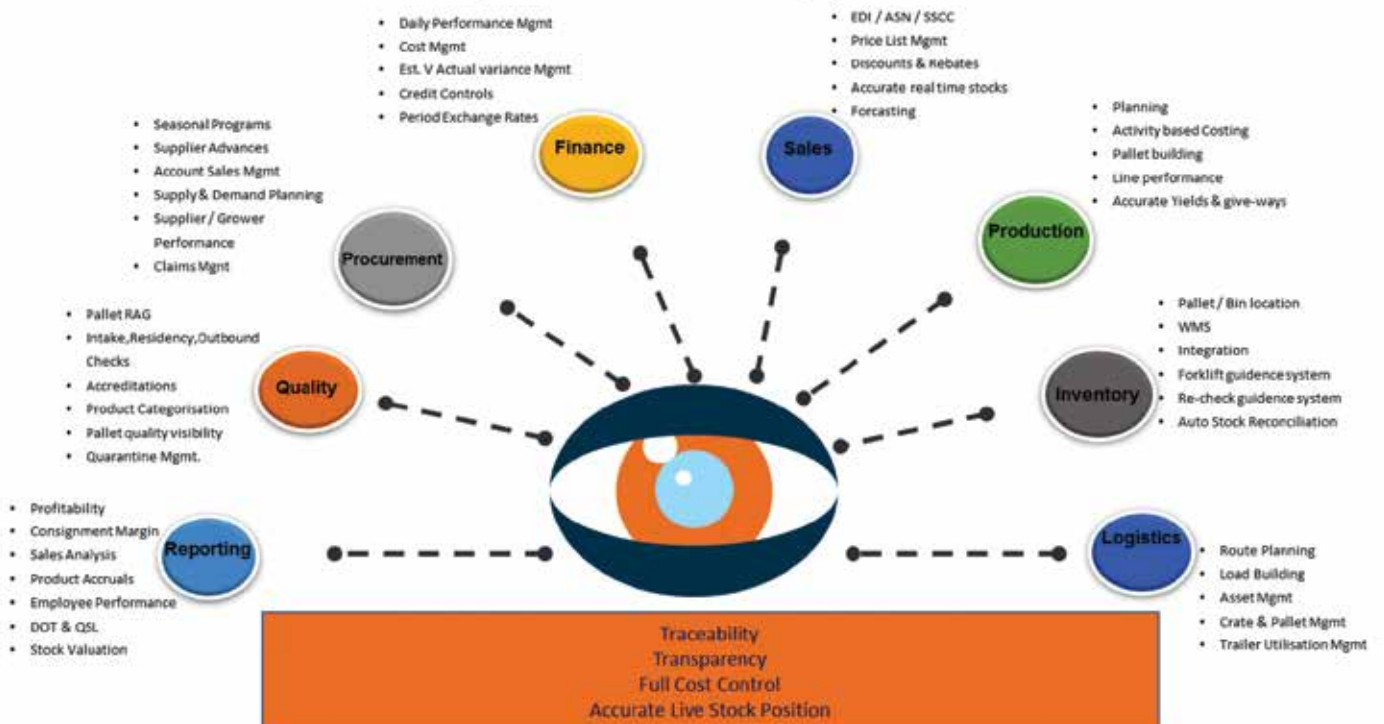
Gross Sales for period



KBS ERP is customisable through its setup and maintenance toolkit, giving flexibility that ensures it is fit for purpose given the fresh produce sector's demanding business requirements.

The software is transparent, localisable, configurable and scalable: our plug-and-play modules ensure your business is supported today and protected into the future as you grow.

KBS – The Watchful Eye



SERVICES

We only have fresh produce companies on our mind.

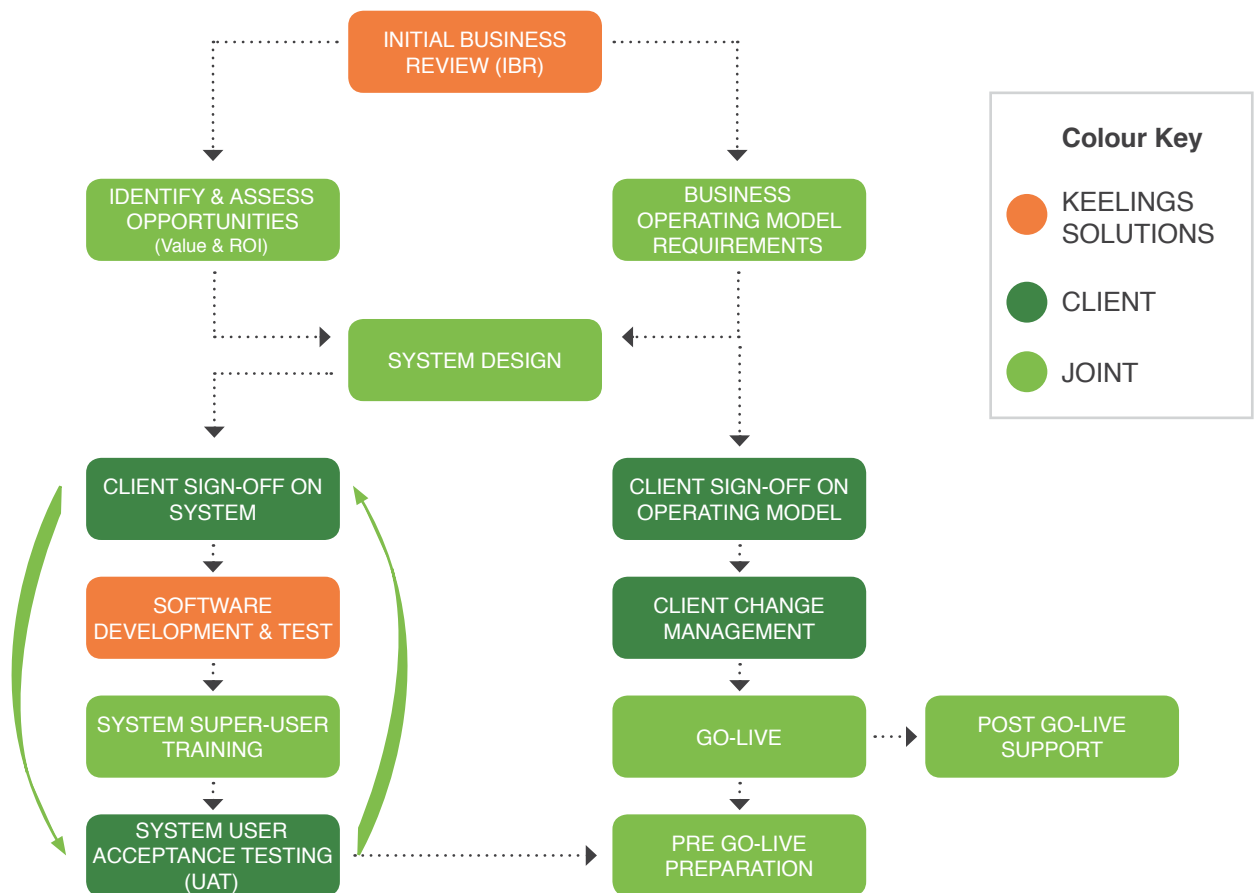
Keelings Solutions has a long history in the fresh food sector, delivering ERP software to customers in production, food service, trading, wholesale and distribution. Core to our success is the knowledge our team brings, challenging the norm of our customers' business to ensure they achieve the best results and surpass their business objectives.

Keelings Solutions is keenly aware that our customers have a business to run. Implementing ERP systems requires a significant investment of time from all parties. We believe our industry expertise gives us a unique advantage in shortening the time to go-live for clients, saving resource time and cost. Our customers are secure in the knowledge they have a partner who understands the challenges and speaks the same industry language.

Our team of qualified business experts provide the following services:

- Business analysis
- Project management
- IT infrastructure
- Training
- Implementation

Our team adheres to a strong process of agile environment. We have been using this methodology for many years and we constantly challenge it to ensure it delivers the best results for our clients.



CUSTOMER CARE

Support with industry knowledge

In a fast-paced sector like fresh food, it's essential the support that you receive matches the way you operate.

We understand that a container can't wait any length of time to be unloaded before it starts to cost you money. We understand that a delivery has to leave on schedule to meet its Delivery on Time (DOT) with your customer. We understand a system can't get in the way of daily operations; it needs to form part of your team and your ways of working.

Our promise

We are committed to offering the best service to customers. Our service is transparent to the whole business, there is a clock on every ticket we receive and SLAs are agreed with every client to ensure we meet and exceed their expectations.

Our proficiency

Keelings Solutions' highly trained, accredited workforce has years of experience in this sector. We work on a firstname basis and we see ourselves as an extension of our customer's team. This experience and knowledge allows us to answer your query in the shortest time possible – minimising any potential downtime.

Our process

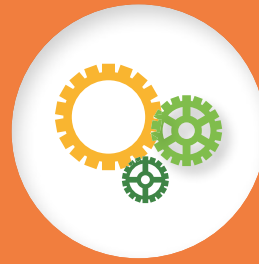
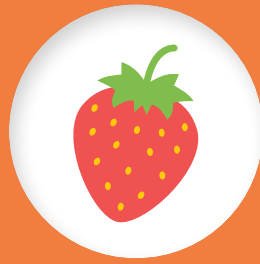
We have a consistent process flow for every ticket: a way to manage it, to communicate effectively and ensure transparency in a timely manner. We are measured on meeting our SLA and we communicate our results to client management monthly.



Our Dublin-based team supports customers in Ireland, the UK and Europe. In Asia, we have a partner who is certified in our software and provides support to our Asian customers.

Our pledge

Keelings Solutions was born from the industry so our people understand the daily demands on you and your business. Maybe it takes being on the front line to see that customer care is the department most responsible for protecting your company's image, building and maintaining long-term relationships and in turn securing loyal customers.



Control. Manage. Report.

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